

GOED Board Meeting Minutes

September 8, 2017 • 9:00 a.m. – 10:00 a.m.

Utah Olympic Park
3419 Olympic Parkway
Park City, UT 84098

Members Present:	Mel Lavitt, Stefanie Bevans, Ted Wilson, Carine Clark, Steve Neeleman, Peter Mouskondis, Margo Jacobs, Bob Frankenberg, Christopher M. Conabee, Bevan K. Wilson
Members Excused:	Sue Johnson, Annette Meier, Brent Brown, Lorena Rizzo Jensen, Jerry Oldroyd
Staff:	Val Hale, Ben Hart, Thomas Wadsworth, Julia Barnhouse, Lynne Mayer, Virginia Pearce, Dave Williams, Linda Gillmor, Tami Goetz, Jill Flygare, Ginger Chinn, Aimee Edwards, Larry Shepherd, Cameron McGinn, Hillary Bowler
Visitors:	Theresa A. Foxley, Mike Flynn, Lynn Shimada, Jennifer Itenbach, Aaron Skonnard, Steve Woolley, DJ Anderson, Tom Roberts

Welcome

Mel Lavitt welcomed everyone to the September 8, 2017 GOED Board Meeting.

Approval of the Minutes

MOTION: Peter Mouskondis motioned to approve the August 10, 2017 minutes. Bob Frankenberg seconded the motion. The motion carried unanimously.

EDTIF – AvidXchange

Project Highlights

Timeline:	2017
Target Industry:	Financial Services
Proposed Location(s):	Salt Lake County
Capital Investment:	\$3,500,000
Jobs:	218

Company Overview

AvidXchange, Inc, is a privately held corporation that provides accounts payable automation headquartered out of Charlotte, North Carolina. The company's automation software offers increased control and visibility into the bill payment process to reduce processing time, allow early payment discounts and eliminate late fees.

Incentives Committee Recommendation

Total amount of EDTIF, post-performance refundable tax credit:	\$359,247
The amount represents the following percentage of new state revenues:	20%
Number of years that incentive is approved for:	5 Years

Jobs & Revenue

Full time jobs over project lifetime: **218**

The company will provide full-time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over 5 years:	\$47,046,117
New State Revenue over 5 years:	\$1,796,236

Local Incentive

The company is considering both Sandy and Murray for its site selection. Both communities are supportive of the project and have indicated their support.

MOTION: Steve Neeleman motioned to approve AvidXchange, for an EDTIF post-performance refundable tax credit of up to \$359,247 which represents 20% of the \$1,796,236 of new state revenue that may be earned over 5 years. Margo Jacobs seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$359,247 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 20% of qualified new incremental state tax revenues generated and receipted in the previous calendar year.

- Total incentive not to exceed 20% & of qualified new incremental state tax revenues over 5 years with a contractual recapture provision for any excess funds paid to the company.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 110% of the average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 5 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented to and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Company must demonstrate sufficient investment, capital or other financial resources to reasonably fulfill the projections included in the application.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.

Lynn Shimada, AvidXchange Vice President, is honored to be a member of the company and, as a Utah native, is excited to have company operations expand in the state. Through this expansion, AvidXchange will be able to bring in over 200 new jobs to the beehive state over the next 5 years. Lynn is appreciative of the support from the GOED Board and GOED staff, and is looking forward to expanding in the state.

*****Mel Lavitt recused himself from the discussion due to a business relationship with Pluralsight. *****

EDTIF – Pluralsight

Project Highlights

Timeline:	2017
Target Industry:	IT/Software
Proposed Location(s):	Salt Lake County
Capital Investment:	\$371,770,433
Jobs:	2,464

Company Overview

Pluralsight provides businesses or individual subscribers with on-demand access to a digital ecosystem of learning tools, including adaptive skill tests, directed learning paths, expert-authored courses, interactive labs and live mentoring.

Incentives Committee Recommendation

Total amount of EDTIF, post-performance refundable tax credit:	\$21,547,647
The amount represents the following percentage of new state revenues:	25%
Number of years that incentive is approved for:	10 Years

****Staff recommendation includes hiring requirements in the first 5 years to be eligible for the remaining 5 years.***

Jobs & Revenue

Full time jobs over project lifetime: **2,464**

The company will provide full-time employees with comprehensive health and retirement benefits.

New State Wages & Revenue:

New State Wages over 10 years:	\$1,421,599,490
New State Revenue over 10 years:	\$86,190,587

Local Incentive

Through the EDZone process staff and the board will ensure that local incentive requirement are met for both the temporary and permanent campus.

MOTION: Christopher M. Conabee motioned to approve Pluralsight, LLC for an EDTIF post-performance refundable tax credit of up to \$21,547,647 which represents 25% of the \$86,190,587 of new state revenue, that may be earned over 10 years. Carine Clark seconded the motion. The motion carried unanimously.

- Total EDTIF incentive not to exceed \$21,547,647 EDTIF post-performance refundable tax credit.
- Annual EDTIF incentive amount based on 25% of qualified new incremental state tax revenues generated and receipted in the previous calendar year.

- Total incentive not to exceed 25% & of qualified new incremental state tax revenues over 10 years with a contractual recapture provision for any excess funds paid to the company.
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year.
 - Should the company not meet the criteria in years 1-5, the company will not be eligible for EDTIF incentive in years 6-10
 - Should the company meet the hiring requirements in years 1-5 they will automatically be eligible for the remaining 5 years of the incentive.
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 110% of the average wage each excluding company contributed health insurance.
- Must commit to keep operation in Utah for the length of the incentive period, 10 years.
- Incentives are site specific and subject to local incentive participation.
- Local incentive proposal must be presented to and approved by the GOED Incentives Committee in order for company to be eligible for the incentive.
- Company must demonstrate sufficient investment, capital or other financial resources to reasonably fulfill the projections included in the application.
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for this incentive.

Aaron Skonnard, CEO of Pluralsight, expressed his gratitude to Governor Herbert, Val Hale, GOED staff and the GOED Board. What started in Utah will stay in Utah. Pluralsight is a global company with 10 offices around the nation and the globe. As part of Pluralsight's commitment to remain in Utah, Aaron has consolidated four of the satellite offices outside of Utah into Utah. Pluralsight is committed to investing in the workforce in the state. This location will be the head of research and development, tech, sales and marketing. Pluralsight believes in Utah, and Aaron's involvement in Silicon Slopes shows that. Aaron believes in the vision of Silicon Slopes and is grateful that Pluralsight can play a role in the organization. Aaron is also committed to improving diversity around the tech industry. Pluralsight could have chosen a different location to expand operations in, but they chose Utah because of the commitment that they have made to the state and because they believe in the future of the company in the state.

Film Incentives

"Untitled Web Series"

Project Highlights

• Category:	Series
• Genre:	Comedy
• Director:	Wendy Stanzier
• Producer	Nicole Colombie

Utah Jobs and Revenue

• Estimated Cast:	14
• Estimated Cast Average Salary:	\$1200
• Estimated Crew:	139
• Estimated Crew Average Salary:	\$361
• Estimated Extras:	161
• Estimated Extras Average Salary:	\$257
• Length of Film Production:	16
• Estimated Spend:	\$3,434,549

Project Schedule

• Prep: 2017	August 28, 2017 through September 19,
• Principal Photography: 2017	September 08, 2017 through September 29,
• Wrap: 2017	September 20, 2017 through October 13,
• Post Production	October 02, 2017 through January 03, 2018

MOTION: Bob Frankenberg motioned to approve for Y and C Productions Inc, a Motion Picture Incentive Program post-performance tax credit rebate of no more than \$686,910 (which represents 20% of dollars left in state) or no more than \$858,637 if additional criteria are satisfied (which represents 25% of the dollars left in state) for the production of “Untitled Web Series eps 5-8”. Peter Mouskondis seconded the motion. The motion carried unanimously.

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the base line incentive of 20% of dollars left in state
- Dollars left in state start date no earlier than 120 days prior to the Governor’s Office of Economic Development Board of Directors approval
- Y and C Productions Inc. may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor’s Office of Economic Development and the Utah Film Commission, including a \$1,000,000 minimum dollars left in state. At least 75% of the production’s cast/crew must be Utah residents and/or Utah students, or 75% of the production’s Utah principal production days must occur in a rural area. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$858,637 (25% of the dollars left in state).

Rural Fast Track Grant Endorsements

The Rural Development office recommends a Rural Fast Track grant for PDM Professionals in Tridell, Uintah County, Utah, for the purpose of purchasing a jetter trailer and a hydro-excavation truck that will enable them to expand current services. The company expects to create two (2) new full time positions paying \$20 per hour (above the requirement of \$2 above the current Federal Minimum Wage of \$7.25 per hour -- Uintah County has a temporary adjustment from the 110% wage requirement). The total project cost is valued at Three-hundred fifteen thousand eight-hundred ninety three dollars (\$315,893.00)

MOTION: Stefanie Bevans motioned to endorse a Rural Fast Track Grant for PDM Professionals at \$50,000. Steve Neeleman seconded the motion. The motion carried unanimously.

Meeting Adjourned